Book Canvasses

FOR HARVESTIME BOOKS
SPECIFICALLY PREPARED FOR COLPORTEURS

BY VANCE FERRELL

This booklet has colporteur canvasses
for hardback Harvestime Books, as of October 1 2006,
which include these:

Great Controversy (both color and b/w editions)
Desire of Ages (color)
First Centuries (b/w)
Science vs. Evolution (b/w)
Time for Singing

It does not have canvasses for hardbacks not yet printed,
which include these:

Bible Readings (color)
Patriarchs and Prophets (color)
A set of godly children's books (b/w and color)
A set of Bible stories (color)

This booklet will be updated as additional
hardback colporteur books are released,
and additional canvasses are prepared

Canvasses for The Natural Remedies Encyclopedia
will be found in three other booklets (see page 2)

Harvestime Books

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by Vance Ferrell
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WHERE YOU CAN FIND ADDITIONAL HELP

Missionary Book Order Sheet—A complete listing of our paperback and hardback missionary books.

How to Sell the Encyclopedia—We *require* that every colporteur selling our *Natural Remedies Encyclopedia* purchase a copy of this book. It comes in three editions: 1 - **How to Sell the Encyclopedia *(English ed.)*** *62 pp., 8½ x 11. $4.00 + $2.50 = $6.50* // 2 - **How to Sell the Encyclopedia *(Spanish ed., in English)*** *52 pp., 8½ x 11. $4.00 + $2.50 = $6.50* // 3 - **How to Sell the Encyclopedia *(Spanish ed., in Spanish)*** *53 pp., 8½ x 11. $4.00 + $2.50 = $6.50*

Book Canvasses—*This book!* Full of canvasses and help you can use! *Coming later:* Revised editions as more books are released and additional canvasses are prepared. *28 pp., 8½ x 11. $2.50 + $2.50 = $5.00*

Colporteur Handbook—Over 350 replies to 250 objections, plus more. *626 pp, pprbk, $3.50 + $2.50 = $6.00*

U.S. Supreme Court Precedents—Every Supreme Court decision, governing every state or local ordinance dealing with door-to-door distribution or selling. *45 pp., 8½ x 11, $4.00 + $2.50 = 6.50*

MORE HELPFUL SUPPLIES COMING LATER

WATCH FOR ANNOUNCEMENTS!

FOR ADDITIONAL COPIES: *One copy - $2.50, plus $2.50 p&h*
In Tennessee, add 9.25% of cost of books / Foreign: add 20% of cost of books.

Contents

This book will later be enlarged as additional colporteur books are printed, and also as our friends send us more canvasses to the ones to supplement the ones we prepare

Canvassess for the Natural Remedies Encyclopedia will be found in three special booklets (see page 2)

Calling Colporteurs!

CALLING EXPERIENCED CANVASSERS TO RETURN TO THE WORK
CALLING OTHER ADVENT BELIEVERS TO ENTER THIS SOUL-SAVING WORK

- **You can now make a living at canvassing with the message books for our time in history!**
- **You can now receive training to learn how to do it!**
- **A new way has been provided so you—the colporteur—can make the profit.**
- **Here are the details. Read them and plead with God to show you what you should do.**

We are steadily nearing the greatest crisis in history. We have been told that the book work will be a key factor in giving the final message. But millions are dying without anyone having come to their homes with the books! Yet the canvassing work, which we were repeatedly told would help finish the work, has almost entirely faded away.

For years, the conference and union colporteur departments (Home Health Education Service, or HHES) did a noble work in supplying canvassers with books. But **both workers and leaders admit that the canvassing work is dying out.**

The problem is that times have changed. On one hand, each HHES book sold must support, not only the canvasser, but also the entire publishing department, with its employees' salaries, housing costs, medical benefits, workers' compensation, and retirement fund—all of which have significantly increased over the years. Yet the canvassers also have increased living costs, plus higher prices for gasoline.

What is needed is a way that the canvassers can obtain books at basic printing-house costs—according to the pattern done by Farel in GC 231.

A way has been found by which this can be done! It provides the six essentials needed to bring the canvassing work back to life—so you can enter (or reenter) the field—and support yourself and your family, as you place the books most needed by the world in the hands of the people.

First, the books must be extremely high quality. ***Second,*** they must contain the basic Advent messages needed by the world today. ***Third,*** the books should be filled with extra features which also make them highly desirable. ***Fourth,*** the canvasser must be able to obtain them at the very lowest cost, in boxful quantities, so he can make a sizeable margin of profit on each book sold. ***Fifth,*** a complete set of adult and children's colporteur books should eventually be made available to him. ***Sixth,*** there should be a way that new canvassers can obtain training under experienced colporteurs.

SHARE THESE SHEETS WITH OTHERS - SPREAD THE WORD! SUCCESSFUL CANVASSING CAN ONCE AGAIN BE DONE!

INDIVIDUALS ALL ACROSS AMERICA, AND OVERSEAS, ARE SUCCEEDING AT THIS WORK - YOU CAN ALSO!

WHERE YOU CAN RECEIVE TRAINING TO BECOME A COLPORTEUR

The following colporteurs have kindly consented to letting individuals go out with them for a few days and learn how to sell books. Each of these faithful canvassers has had years of experience, is fully dedicated to the Lord, and shares our concern to see the colporteur work revived again. You would have to cover all your own expenses, and arrangements would need to be made as to how many days you could be with him. It is expected that you will have, in advance, thoroughly memorized your basic *Encyclopedia* canvass (and possibly others) and tried going out on your own from door to door. *We need more canvassers to help train colporteurs. Contact me!* —*vf*

David Curtis *(Central California)* 916-320-6458. David organizes groups of new canvassers and trains them. He welcomes your participation.

Roy Dennis *(Central California)* 916-483-4414. Roy has been training canvassers for several years. Phone him between 7-10 p.m. PT.

Perry Louden *(Tennessee)* 423-309-1243. You can phone Perry at any time. He has a vibrator on his cell phone, so calls do not interrupt him while he is canvassing. A lifetime colporteur, he is expert at lead cards. Now retired, he is willing to travel anywhere to help get someone started.

Wayne St. Onge *(Missouri and Central States)* 417-437-1816. Phone before 7 a.m. or after 5 p.m., not between 7 a.m. and 5 p.m. Wayne only does business canvassing, and he does it very well.

Our Publishing Objective

HIGHEST QUALITY - LOWEST COST - MOST FEATURES
THE PROFIT GOES TO THE CANVASSER

WE ARE DEDICATED TO HELPING YOU CARRY THE FINAL MESSAGE TO THE WORLD

NOW YOU CAN MEET YOUR EXPENSES AND SUPPORT YOUR FAMILY AS YOU DO IT !!

1 - **We must provide the Advent people with <u>a complete set of outstanding colporteur books</u>.** Only in this way, can they have outstanding financial success at placing the books needed in each home. If they are going to be able to do it full time, our people must be able to support themselves as they give the message.

2 - **The books must have <u>the best quality features available</u> for such books anywhere.** Much earnest prayer for divine guidance has enabled us to provide an abundance of special features in these books that make each of them highly saleable.

3 - **Each book must be <u>full of pictures</u>.** Most books will be in full color. But, of those in b/w (black-and-white), many will contain an additional 32 pages of full-color, glossy pictures.

4 - **The books must be available from us at the <u>lowest possible prices</u>, and in small boxful quantities, so you can make the profit.** Missionary colporteuring becomes unworkable if the books cost the canvasser so much that each sale does not bring him enough margin of profit.

5 - **Each book should have a <u>high price printed on the back cover</u>, and that back cover price should be at least 5 times the in-boxful cost of the book** (before shipping). For example, our English *Encyclopedia* has an $85.00 cover price; but, at this time, you can order it from us for only $9.25 in small boxfuls (plus shipping, unless you pick it up here). Our *Great Controversy*, with 220 color pictures, has a $45.00 cover price, yet only costs you $8.40 (boxful price, plus shipping). As you can see, your margin of profit is quite high.

Producing these highest-quality books is <u>my personal, special objective</u>. In 1909, an unknown colporteur sold a *Great Controversy* to my grandmother, who was living in a cabin with her family in northern Idaho. Because of that canvasser, I am here today, rejoicing in the Advent message and trying to help our people. I am indebted to do all I can to help today's colporteurs. Amid much prayer and the continual help of God, I must carry this project through to success.

The need is urgent! The Spirit of Prophecy counsel is definite. It is now that we must place the books in every home, so they will have an opportunity to learn the truth and make their decision.

Every Adventist believer should be financially able to go out and sell the books containing the special messages for this time! Tell others about this opportunity! —*vf*

For *lowest-cost books*, phone in your order and tell us when you are coming.
(Plan to arrive here Monday through Thursday, 8-4 CT.)
You will pay sales tax, but save the shipping costs.

REQUEST A COPY OF OUR *MISSIONARY BOOK ORDER SHEET*
FOR A COMPLETE COLPORTEUR BOOK LIST AND ORDER SHEET

MAIL ORDERS: **HARVESTIME BOOKS - BOX 300 - ALTAMONT, TN 37301**
CREDIT CARD ORDERS: **931-692-2777 - 8:20 am - 5 pm (CT) Mon-Th / 8:20 am - 12 n Fri**
CREDIT CARD ORDERS: **HARVESTIMEBOOKS.COM**

Outstanding Book Features

THESE FEATURES SHOW THE PROSPECT THAT THE BOOKS HAVE VERY HIGH QUALITY AND CONTAIN MANY THINGS HE WANTS TO HAVE.

THESE ARE FEATURES UNAVAILABLE IN ANY OTHER BOOKS ON THE MARKET.

POINTING OUT A FEW OF THE FEATURES HELPS THE COLPORTEUR SELL THE BOOKS! THEY ALSO PROVIDE HIM WITH SECONDARY CLOSES TO HELP CLINCH THE SALE.

As listed below, each of these hardback books has the following basic features: **Large size. Large print which invites reading. (All hardbacks have the same large print size, which is larger than church-printed hardbacks of the same titles.) Quality, white book paper which will not yellow with age. Full-color, glossy, washable, hardback cover. Excellent binding, complete table of contents, and usually several indexes. Many, many pictures, with most or all in full color. Pictures in text are located close to where they are discussed. High back-cover price—far above what the book costs you. You purchase these books from us at slightly above printing-house cost, when purchased in boxful quantities. All books are packed in low book-count boxes, to reduce the cost of each box. We load each book with extra features, so it will be extremely attractive to the prospect. Spirit of Prophecy books usually have the original titles.**

Book sizes: **Some are 5½ x 8½, some are 7 x 9¾ (same size as standard HHES editions); one is 7 x 9 (The song book); two are 8½ x 11 (Natural Remedies Encyclopedias). (Special note: Conference HHES books are also top quality; if you prefer, sell them instead of ours.)**

GREAT CONTROVERSY *(b/w ed.)* 5½ x 8½, 220 b/w pic's, $3.00 in bx, 960 pp. 10 in case, 26# box, single copy: $10.50 / case price: $30.00 + $14.00 = $44.00 / (foreign p&h: $31.00) Outstanding quality, yet only $3.00 each in small boxes.

Larger print than any other hardback editions of *Great Controversy.* **220 b/w pictures**. Cover picture: whirlpool nebula on light blue star background. *Extra features:* All other features are identical to the color *Great Controversy* (described just below).

GREAT CONTROVERSY *(color ed.)* 7 x 9¾, 220 color pic's, $8.40 in bx, 960 pp., 10 in case, 34# box, single copy: $23.00 / cover price: $45.00 / case price: $84.00 + $15.50 = $99.50 / (foreign p&h: $33.00) *This $45.00 book is only $9.69 per copy in small boxfuls.*

Larger print than any other hardback edition of *Great Controversy* in print. Cover picture: same as our new 84 paperback *Great Controversy* (hands battling for control of Planet Earth). *Extra features:* **220 color pictures**, **68 charts** and diagrams (which help the reader understand the doctrinal points in adjacent pages), two tables of contents (chapter and chart, illustration), **Basic (abridged) Steps to Christ** (placed at the front as an excellent introduction), **4 maps** (showing the location of every place named in chapters 1-15), **4 appendixes**, **6 indexes** (Map, Book Quotation, Chart Quotation, Chart, Scripture, and full-size General Index). Because *Great Controversy* is not a simple book, all **key points are in bold face,** to help impress them on the reader. This edition has **both page-top and marginal paging notations** to the standard 1911 edition (making this an outstanding personal study and research book with the 3-Volume EGW Index and CD Rom). —Last, but not least: in small boxful quantities, **this is the lowest-cost, hardback edition of Great Controversy available anywhere**. In fact, it is the most attractive, interesting, and readable edition ever produced. As the most important book written in the past 1900 years, it deserves the best presentation for the widest circulation.

DESIRE OF AGES 7 x 9¾, 126 color pic's, $8.80 in bx, 1056 pp., 8 in case, 34# box, single copy: $23.00 / cover price: $45.00 / case price: $70.40 + $14.50 = $84.90 / (foreign p&h: $32.00) *This $45.00 book is only $9.94 per copy in small boxfuls.*

Larger print than any other hardback edition of *Desire of Ages* in print. **126 color illustrations. Many special features!** Reader's Guide to the Life of Christ,

Bible Stories for the Family, Special Map Section, Precious Promise Passages, Prophecies about Christ, Encouraging paragraphs to read. Complete Map Section (Judea and Galilee, Galilee and Phoenicia, Jerusalem, Environs of Jerusalem), and **3 indexes** (Bible Study Index, Scripture Index, and Topical Index). Plus two appendice articles: **Christ before Pilate** (remarkable historical facts). **The Crucifixion**: Historical and Medical Facts. It also has **104 Bible Studies about Christ** (it took two weeks to prepare these studies and place them at the end of chapters in *Desire of Ages*). **Light sidelining** that will not detract has been added (best inspirational passages marked on outside margins, and important doctrinal points indicated on inside margins). This edition has **both page-top and marginal paging notations** to the standard hardback edition (making this an outstanding personal study and research book with the 3-Volume EGW Index and CD Rom). There has never before been a *Desire of Ages* like this.

FABULOUS FIRST CENTURIES 5½ x 8½, 210 b/w pic's, $3.00 in bx, 736 pp., 10 in case, 20# box, single copy: $11.50 / cover price: $20.00 / case price: $30.00 + $11.00 = $41.00 / (foreign p&h: $25.00) *This $20.00 book is only $3.00 per copy in small boxfuls.*

The **most complete coverage of the change of the Sabbath ever published** by our people. When the first part is shown to him, **every Protestant pastor and church worker will want a copy of this book!** (Yet, upon reading it through, the back half will lead the reader into the Sabbath truth.) **Convincing historical facts**, buttressed by **210 b/w pictures**! A most powerful missionary book, yet extremely interesting reading. Large print, **15 maps**, **3 time lines**, **7 appendices**. Cover picture: Torching the Sanctuary in A.D. 70. **Over 100 quotations by historians and churchmen**. **The complete story of the time of Christ and the first centuries beyond.** But also, **a complete doctrinal book on the Sabbath -** yet interesting all the way through! What actually happened! Astounding facts of early church history that almost no one knows. Includes, near the back, **an explanation of Daniel 7 and Revelation 12 and 13**. An excellent selling point: Show the pastor the remarkable 19-page **Time Line of History**, listing 418 important dates in church history from 63 B.C. to 1998. **7 appendices**, **1 index**. The book concludes with a **complete Bibliography,** listing 114 books, and a **General Index**. As the subtitle states, this book is about "the lives and struggles of Christians in the early centuries."

SCIENCE VS. EVOLUTION 7 x 9¾, 260 b/w pic's, $5.45 in bx, 1,008 pp., 8 in case, 32# box, single copy: $11.50 / cover price: $20.00 / case price: $43.60 + $15.00 = $58.60 / (foreign p&h: $32.00) *This $20.00 book is only $5.45 per copy in small boxfuls.*

Place this **revised, enlarged, large-print, classroom edition of the *Evolution Handbook*** (formerly *Evolution Cruncher*) in homes, homeschools, academies, and Bible colleges. Sell it to pastors and Sunday School teachers for use in personal study and study groups. It has **over twice as many illustrations as our *Evolution Handbook***. All the "pen points" (cartoons) in our out-of-print 3-volume Evolution Disproved Series are included, plus other pictures. This book is urgently needed by our youth. **Mothers and grandmothers will want this book for their youth**, to protect them from the atheism in the schools. **Over 3,000 scientific facts** which annihilate evolutionary theory. Every basic aspect of evolutionary error is powerfully answered. The book includes **1,350 scientific quotations or references**, **260 illustrations**, a **Research Guide**, and **3 complete indexes**.

TIME FOR SINGING 7 x 9, $3.00 in bx, 448 pp., 14 in case, 24# box, single copy: $11.50 / case price: $42.00 + $12.50 = $54.50 / (foreign p&h: $28.00) *Outstanding quality, yet only $3.10 each in small boxfuls.*

This hymnal has features which make it equal or superior to the best hymn books available, yet at the lowest cost in small boxfuls: **Standard 7 x 9 hymnal size. Maroon, crinkled, leatheroid cover. Gold-stamped cover title.** Same size and cover appearance as our standard hymnal. Each song has **both words and music**, and **most are in large print**. Here you will find **420 songs**, carefully selected from the best, quality ones which most people know: ***170 worship hymns, 170 Sabbath School and evangelistic songs, 80 children's songs***, **4 indexes**. The book is **divided into three sections**, with bleed tabs marking them, so you can quickly turn to church hymns, gospel songs, or children's songs.

—MORE OUTSTANDING COLPORTEUR BOOKS ARE BEING PLANNED! Each one is important and will provide you with an outstanding collection of books, to help in your efforts to leave the special messages for this time in every home.

Phone or write for the latest copy of our MISSIONARY BOOK ORDER SHEET. It has all the prices of—not only our hardbacks—but our lowest-cost missionary paperbacks also.

SPECIAL NOTE: As a protection to canvassers, **we ask store outlets (bookstores, health stores, etc.) to not sell the Encyclopedias for less than $39.95**. Thank you. We must protect the colporteurs in their work.

FEATURES IN THE NATURAL REMEDIES ENCYCLOPEDIA

Natural Remedies Encyclopedia **8½ x 11, 60 b/w illus's, 110 color herb pic's, $8.25 in bx, 840 pp, 32#** (Eng) **720 pp, 28#** (Span)**, 6 in case, single copy: $39.95 + 5.00 / cover price: $85.00 / case price: $49.50 + $15.00 = $64.50**

The following features are paged to the English edition of the Encyclopedia.

HEALTH INSTRUCTION

— DISEASES AND DISORDERS —

— SPECIAL WOMEN'S SECTION —

— NEW DISEASES AND EMERGENCIES —

— OTHER HELPS —

RELIGIOUS INSTRUCTION

DOCTRINAL INSTRUCTION IN THE EIGHT LAWS OF HEALTH CHAPTER

The *Natural Remedies Encyclopedia* contains the most complete explanation of the *Eight Laws of Health* (see *Ministry of Healing, 127*) to be found anywhere (pp. 30-78). Plus, at the end of each of the eight chapters, in that section, will be found one or more brief Bible studies, including: New birth, obedience to physical laws and Ten Commandments, Sabbath, Baptism, foot washing, communion service. A seven-page multiple Bible study (72-78) is given at the end of the eighth law. The chapter on the sixth law of health (The Food You Eat) is a summary of principles taken from the entire book, *Counsels on Diet and Foods* (91-97).

DOCTRINAL INSTRUCTION IN THE BACK OF THE BOOK

THE HIGH COST OF BOOK PRODUCTION

Paper made from wood pulp is used to produce low-cost, soft cover paperbacks. That is why we can provide them to you at such a low price. Those books are small (4-3/16 x 6¾) and have low-cost paper and cover.

But when quality book paper is used, and the book size is increased to 5½ x 8½, the cost goes up. That is why our *Family Bible Studies* costs more than our paperback *Bible Readings.*

Then when the books are bound in glossy hardback on solid boards with an even better binding, the cost goes up still more. An example is our 5½ x 8½, whirlpool nebula cover, b/w picture *Great Controversy.*

But the total cost almost doubles when the book size increases to 7 x 9¾. This is because quality book paper is expensive, and a lot of it is used in our 7 x 9¾ and 8½ x 11 books. That is why our *Science vs. Evolution* and our English and Spanish *Encyclopedias* cost so much.

But the price increases even more when full color is added throughout—and the press runs four colors from start to finish. Add to that the cost of making a large-size book about a thousand pages in length! That is why our 7 x 9¾ color *Great Controversy* and *Desire of Ages* are so costly. (We are preparing several more colporteur books which will also be 7 x 9¾ and full color.)

in addition, we require the printing house to do two things which, they tell us, other publishers do not require—but which make the books even more costly: double-wall boxes and cardboard pads on top and bottom, to protect the books.

The immensity of this task is mind-boggling; and, considering the cost, the possibilities really do appear to be impossibilities. Yet we must push forward.

This is the work God would have done at this time: provide the solid, basic colporteur books our people, for decades, have been selling from door to door—once again to them. By faith, we must believe. Trusting in divine power to help, we must press forward. He will enable these books to be printed—and provided to you, and all our people, at the lowest possible cost.

Pray, earnestly pray, that we can push this through to the end. As I have explained, the cost of producing these books is enormous, and only through the help of God and the ongoing encouragement of our friends will it be done.

Yet the reward will be great: The opportunity for many of our people to be able to obtain these highest-quality books at very low cost—so they can go out and sell them—and be able to spread the special messages everywhere, while making enough to support their families as they continue on day after day.

Watch for announcements of additional books! —*vf*

How to Start Selling Colporteur Books

We are now able to provide you with high quality, full-color hardback missionary books, which are filled with attractive pictures and many special features. We will sell them to you, in small boxful quantities, at prices only a little above what the printing house charges to produce them. Because of this, <u>you can have the highest margin of profit on each sale you make</u>—so you can pay your expenses and support your family as you bring the message to home after home.

<u>The time has come for you to consider becoming a missionary colporteur!</u> There are hundreds of people all around you who are waiting for you to come to their door and present them with the truth.

"God could have proclaimed His truth through sinless angels, but this is not His plan. He chooses human beings, men compassed with infirmity, as instruments in the working out of His designs."—*Acts of the Apostles, 330.*

Our kind Father needs your help in bringing the message to precious souls. And, in doing it, you will be greatly blessed.

"God could have reached His object in saving sinners without our aid; but in order for us to develop a character like Christ's, we must share in His work. In order to enter into His joy,—the joy of seeing souls redeemed by His sacrifice,—we must participate in His labors for their redemption."—*Desire of Ages, 142.*

As a part in the great web of humanity, we have a special work to do in reaching those about us.

"He who becomes a child of God should henceforth look upon himself as a link in the chain let down to save the world, one with Christ in His plan of mercy, going forth with Him to seek and save the lost."—*Ministry of Healing, 105.*

"To everyone who becomes a partaker of His grace, the Lord appoints a work for others. Individually we are to stand in our lot and place, saying, 'Here I am; send me.' "—*Ministry of Healing, 148.*

"Every follower of Jesus has a work to do as a missionary for Christ, in the family, in the neighborhood, in the town or city where he lives. All who are consecrated to God are channels of light. God makes them instruments of righteousness to communicate to others the light of truth."—*2 Testimonies, 632.*

There are many ways to carry on this missionary work of contacting people with the message. But one which has been especially assigned to the Advent people is the placing of literature containing the special truths for this time in the homes of those who so much need them.

"If there is one work more important than another, it is that of getting our publications before the public, thus leading them to search the Scriptures. Missionary work—introducing our publications into families, conversing, and praying with and for them—is a good work."—*Christian Service, 145.*

Tracts, magazines, and newpapers are all excellent. However, they do not last long; for they tend to eventually become discarded.

But books—especially high quality ones—are treasured, read, and reread. As part of the library, they are read by many people.

"Let not the canvassing work be left to languish. Let the books containing the light on present truth be placed before as many as possible."—*Southern Watchman, April 25, 1905.*

"The book work should be the means of quickly giving the sacred light of present truth to the world."—*9 Testimonies, 69.*

Books can reach people that no other agency can reach.

"The light of truth is shedding its bright beams upon the world through missionary effort. The press is an instrumentality by which many are reached whom it would be impossible to reach by ministerial effort."—*5 Testimonies, 388.*

You may feel that the task is too great, but the promise has been given that, if you will take hold of the literature work, God will strengthen you to go forward.

"Many are sad and discouraged, weak in faith and trust. Let them do something to help someone more needy than themselves, and they will grow strong in God's strength. Let them engage in the good work of selling our books. Thus they will help others, and the experience gained will give them the assurance that they are God's helping hand. As they plead with the Lord to help them, He will guide them to those who are seeking for the light. Christ will be close beside them, teaching them what to say and do. By comforting others, they themselves will be comforted."—*Christian Service, 151-152 (Colporteur Evangelist, 40).*

Not all of us know how to preach. But we can all tell others about the value of a book, how it has

helped us and how it can help them. When we really believe in the importance of the book—and the urgent importance of them having it—we will be able to sell it to them.

"Canvassers are needed to take up the work of carrying these silent messengers of truth to the people,—canvassers who feel a burden for souls, and who can speak words in season to those who are seeking for light. Some may say, 'I am not a minister; I cannot preach to the people,' You may not be able to preach, but you can be an evangelist, ministering to the needs of those with whom you come in contact; you can be God's helping hand, working as the disciples worked; you can ask those you meet if they love the Lord Jesus."*—Southern Watchman, Nov. 20, 1902.*

We have been told that book distribution will help finish the work of God on earth. It will be one of the last missionary efforts we will make before the close of probation.

"Seventh-day Adventists have been chosen by God as a peculiar people, separate from the world. By the great cleaver of truth He has cut them out from the quarry of the world and brought them into connection with Himself. He has made them His representatives and has called them to be ambassadors for Him in the last work of salvation. The greatest wealth of truth ever intrusted to mortals, the most solemn and fearful warnings ever sent by God to man, have been committed to them to be given to the world; and in the accomplishment of this work our publishing houses are among the most effective agencies."*—7 Testimonies, 138.*

"Our publishing work was established by the direction of God and under His special supervision."*—7 Testimonies, 138.*

"In a large degree through our publishing houses is to be accomplished the work of that other angel who comes down from heaven with great power, and who lightens the earth with his glory."*—7 Testimonies, 140.*

"I am bidden to say to our publishing houses: 'Lift up the standard; lift it up higher. Proclaim the third angel's message, that it may be heard by all the world. Let it be seen that "here are they that keep the commandments of God, and the faith of Jesus." Revelation 14:12. Let our literature give the message as a witness to all the world.' "*—9 Testimonies, 61.*

The fields are ripe for harvest. Men and women are waiting for us to bring them the message.

"We are living in a time when a great work is to be done. There is a famine in the land for the pure gospel, and the bread of life is to be given to hungry souls. There is no better opportunity to do this work than that offered to the consecrated canvasser. Thousands of books containing the precious light of present truth should be placed in the homes of the people in our large cities."*—Southern Watchman, Nov. 20, 1902.*

HOW TO GET STARTED

***1 - Plead with God*—**If you are serious about succeeding at this work, first, you must enter into a correct, ongoing relationship with God. Only then can you have success in placing these outstanding books in the homes of the people. Plead with God for souls and for help in knowing how to reach them. As you do this, you will be drawn into a closer walk with Christ and the angels which must accompany you as you go out. In addition, as you do this, you will be "working out your own salvation with fear and trembling." When we cooperate with God in trying to help others, we ourselves are more likely to be saved. This new experience and work will also help your spouse and children see that religion is real to you, and that it is an experience with God which they want to have also.

John Knox would go out to work for souls and cry to God, "Give me Scotland, or I die!" His prayer was powerfully answered; and, through him, the entire nation was led into Protestantism.

If we would see success in convincing men and women that they need to read the special truths for this time, we must take time to plead for help. The more we feel our insufficiency for the task, the easier it is for God to help us reach souls. A holy, unseen presence—the Holy Spirit—will convict hearts that they must have the books we are presenting to them.

As you pray, begin laying plans to go out with the books. But, as you do this, do not cease those earnest prayers! Satan will be at hand to suggest many reasons why you need to relax and enjoy life, instead of ministering to the needs of others. He will also set obstacles in your path. But prayer, study of and obedience to God's Inspired Word, and determined faith—will bring the help of angels to your side, as you prepare to step out in this new work.

***2 - Obtain sample copies of our books and canvasses*—**If you do not have copies of them, obtain a single copy of our *Natural Remedies Encyclopedia, Desire of Ages,* and *Great Controversy.* You may already have a copy of our Third Edition *Encyclopedia.* It has a light blue cover. But you need a copy of our Fourth Edition, with the house and roses on the front cover, which is larger in nearly every chapter than the (now out-of-print and obsolete) Third Edition.

"Canvasses" provide you with ideas of what you can say as you sell the book, so they are very helpful. Over a period of time, you will gradually adapt and change your canvass; but, at the beginning, you need to memorize a basic canvass. For this reason, and because the *Encyclopedia* will be the center of what you will show in nearly every home,—we require that you also purchase one or more of our three *How to Sell the Encyclopedia* books. There are three editions: (1) The basic one for the English Fourth Edition. (2) Two *How Sell* books for our Spanish Edition: (2a) A *How Sell* written in English. (2b) And a *How Sell* entirely in Spanish. The Spanish *Encyclopedia* requires a separate canvass because it is paged differently and in a different language. In all three *How Sell* versions, the table of contents is on page 3. You will need to refer to it as you continue reading, below. (Some of our other colporteur helps are listed at the end of this article.)

An experienced colporteur focuses on one book and, then, somewhat more briefly, mentions the other books in "the set" (the several books) he is trying to place in the home.

The *Encyclopedia* will, for two reasons, be your basic bread-and-butter book: It will be the book most-wanted by your prospect, and it will give you the highest margin of profit. So that is the first book you will usually present in a home, and the one you will spend the most time showing. In presenting this book, you have an immense advantage: It contains a vast quantity of natural remedies information—covering over 730 diseases and disorders,—*most of which is not available anywhere else!* It is a special book which people will especially want! As you probably know, natural remedies (not poisonous drugs) are the "entering wedge" and "right arm of the message" that the Spirit of Prophecy told us would enable us to open doors,—so *Great Controversy,* and other truth-filled books could be included with the *Encyclopedia* as part of the total sale.

(The second great felt need of many people is for something in the home which can raise the moral tone and add a Christian influence—so the marriage will become harmonious and not break up, and the children will become more manageable and godly. So our *Desire of Ages, Great Controversy, Bible Readings,* and the children's books [soon to be released] will also be in demand.)

3 - Look over the Encyclopedia—When the books and canvasses arrive, first scan through the *Encyclopedia* and become somewhat acquainted with it. Then look over pp. 5-8 (in whichever of the three versions of the *How to Sell the Encyclepedia* book you prefer). This introduces and summarizes the contents and features in the *Encyclopedia.* It is astonishing how much worthwhile information is in this one hardback book.

I want you to know that, while writing the *Encyclopedia,* the present writer earnestly pled with God for help to know what to put in it, so it would be the most saleability for colporteurs. Why? —because the back part is so filled with our basic Advent message—and placement of that in the homes is a major reason why we sell this book! *This is a God-given book*—and provided to us at this final-hour time in history!

Next, read the section in the How Sell book (contents page on p. 3) which is entitled "Preparing to Sell the *Natural Remedies Encyclopedia*" ("Cómo Vender la Enciclopedia"). It will provide you with some important basic information.

4 - Memorize the Encyclopedia canvass—Then begin memorizing the canvass in our *How to Sell the Encyclopedia* booklet. (The English Fourth Edition canvass is on pp. 19-24. The English version of the Spanish *Encyclopedia* is on pp. 20-26. The Spanish only version is pp. 22-28.)

The canvass is not complicated and consists of three things: showing the prospect the front cover, then opening to several places inside the book, and showing the back cover. Then silent pray while awaiting their response. Then, if there is hesitation, give additional "closes." That is it. The process is not complicated. But the experience needed to do it very well takes time.

Begin by reading over the canvass a couple times. Then, starting through the canvass, read a paragraph and then look away and try to repeat what you have read. Have a copy of the *Encyclopedia* nearby. Do this till you have become loosely acquainted with the entire canvass.

Now, again alone in the room, begin to practice saying your canvass out loud as you show the book. As you do this, you will frequently have to turn the book opening toward you and then away from you. (The ideal is to hold the open book facing toward the prospect, who normally would be sitting directly in front of you.) Gradually arrive at the point where you do not have to turn the book toward you in order [1] to locate the page you are turning to, [2] to point at a certain place on a page, or run your finger down along a portion of the column or across the page as you speak. There are few things which you will quote from the book. You will memorize these sentences.

As you practice repeating the canvass out loud to an imaginary person in front of you, you will frequently need to stop, retrace and do part again, or check on something, before continuing on with your canvass. Put expression into it. Say it meaningful.

In other words, practice, practice, practice. Breaks between practice are also good; for, when you return to the practice, making yourself say it again after an absence will have the effect of sharpening your memory of it all as you try to give the canvass again.

Then begin giving the canvass to someone in your home or a kindly friend nearby.

5 - Learn about the approaches and closes—It is extremely important that you learn the door *approaches* (what you say at the door in order to gain an entrance into the home) and *closes* (what you say in order to initially clinch the sale and after they give you hesitation, waits, or turndowns.)

Before going out and practicing at actual homes, you next need to thoughtfully read through the following sections in the How Sell book: "Closes," "Other Helps," "Approaches and Replies," and "Other Matters" (English 4th edition: pp. 24-44; English of the Spanish version: pp. 26-40; Spanish of the Spanish: pp. 28-45).

Additional information is given in the *Colporteur Handbook:* Selling principles are found on pp. 55-76, and 466-490. Dozens of approaches, replies, and closes are given on pp. 199-402. (In addition, canvasses (primarily for paperbacks) are found on pp. 77-198, 404-414, and 436-465.)

As you practice, you are gradually becoming filled with your subject and increasingly having little difficulty talking about it. Instead of a hesitant tone, you are developing a calm assurance as you speak that shows enthusiasm and belief that this is a book the prospect should have. When you first start out, you are giving all your attention to what to say, where to turn in the book, where to point, and what to do next.

But, when you become thoroughly drenched in your canvass and have repeatedly given it,—a marvelous change begins to occur. Instead of focusing on the me-

chanics of what to say and do, you now can put a steadied certainty into your words and a relaxed confidence in your voice and demeanor—which relaxes the prospect and gives them confidence in what you say! In addition, freed from worrying about your words, you can notice—and even anticipate—your prospect's responses, and how to reply to them. Lastly, you can recognize ways you can improve and also new, improved patterns of giving the approaches, canvasses, and closes.

6 - Do some practice runs—Go out and knock on some doors. Keep in mind that you cannot lose when you do this! Every failure, every flaw discovered, every lesson learned, every improvement needed to be made—means more success later! Keep praying and keep thinking. What mistakes did you make? How could you have done that better?

You may want to quit working early and go home and rest, and pray and think through how it went. Do it. You do not want to push yourself to exhaustion, till you feel like giving up. To begin with, you may only want to go out half a day. This is not a problem; since, so far, you have not quit your present job.

But if you are currently unemployed, then you may have to spend the whole day at it. Be sure to get a full night's sleep—without exception. Earnest prayer will bring help. You will experience providential sales and encouraging experiences, which will tell you that God is by your side.

Keep reviewing the approaches and closes in the How Sell book and *Colporteur Handbook*. Gradually, you will keep improving your canvasses and closes.

You can repay me for providing you these books at bottom prices, by sending me a copy of canvasses that you develop or obtain copies of, and your best colporteur stories. I will print them without giving your name or location. They will greatly help and encourage others. Colporteuring, by its very nature, is a cooperative effort. Each of us is trying to reach more homes and get more believers into the field as colporteurs to reach still more. It is impossible to place a book in every home in the world. But, working together, that is our united goal!

7 - When should you go full time?—If you are already retired, you are ready for action. But, if you are employed, the question is when should you quit your job and go into canvassing full time?

Earnestly pray for guidance. Our kind Father will lead you. It may be best to only go out part time, and gradually build experience at successful selling. Then, when deeply convicted to do so and you are succeeding in canvassing, should you quit a job that might be difficult to replace. Perhaps I am suggesting too much caution. Let God guide you. I recall one extremely successful colporteur who told me it took him six months before he spoke with ease and assurance and really began making sales. The most experienced, successful canvassers have a calm, relaxed, assurance about them. That is the objective, and it will only be achieved as you give the canvasses in so many homes that you gain experience.

Something else that will help encourage you to keep going out is to allocate a portion of your profits to the purchase of missionary paperbacks to hand out. In this way, even when you are not making sales, you are still succeeding! This helps you keep pushing onward, to go to one home after another.

Keep praying, keep working, and the angels will go with you. They are as interested in your success as you are, and they will guide you to the right homes and impress the minds of the people to purchase your books.

—*vf*

FOR MORE INFORMATION—Phone or write for a copy of our *Missionary Book Order Sheet*. It lists all of our books, including over a dozen lowest-cost paperback Spirit of Prophecy books, nearly 20 other missionary and health-oriented paperbacks, 5 Spanish paperbacks,—and all of our increasing number of outstanding, lowest-cost colporteur hardbacks.

If you wish to sell other colporteur books, instead of ours, that is fine. We are not trying to compete, but only to add to the possibilities for covering the world with the books for this time in history, before the Final Crisis breaks upon the world!

OUR SPANISH BOOKS—*We are translating and gradually printing Spanish editions of our colporteur books!* Keep a second colporteur bag in your car; and, when you come to a Spanish-speaking house with someone there who knows broken English,—tell them you have something special for them! Go back out to the car, get your other bag, and show them our Spanish books! Hispanics usually like Christian books.

MORE COLPORTEUR HELPS—

Missionary Book Order Sheet—A complete listing of our paperback and hardback missionary books.

How to Sell the Encyclopedia—We *require* that every colporteur selling our *Natural Remedies Encyclopedia* purchase a copy of this book. It comes in three editions: **1 - How to Sell the Encyclopedia *(English ed.)*** *62 pp., 8½ x 11. $4.00 + $2.50 = $6.50* // **2 - How to Sell the Encyclopedia *(Spanish ed., in English)*** *52 pp., 8½ x 11. $4.00 + $2.50 = $6.50* // **3 - How to Sell the Encyclopedia *(Spanish ed., in Spanish)*** *53 pp., 8½ x 11. $4.00 + $2.50 = $6.50*

Adult Book Canvasses—*This book!* Full of canvasses and help you can use! *Coming later:* Revised editions as more books are released and additional canvasses are prepared. *28 pp., 8½ x 11. $2.50 + $2.50 = $5.00*

Colporteur Handbook—Over 350 replies to 250 objections, plus more. *626 pp, pprbk, $3.50 + $2.50 = $6.00.*

U.S. Supreme Court Precedents—Every Supreme Court decision, governing every state or local ordinance dealing with door-to-door distribution or selling. *45 pp., 8½ x 11, $4.00 + $2.50 = 6.50*

—More helpful supplies coming later.

Great Controversy Canvasses

Great Controversy is an easy book to canvass, for there is so much of interest in it. The following canvasses may be used for any edition of Great Controversy. (Both our b/w and color hardcover editions are paged the same.)

————*GC Canvass:*

By reading, in advance, the historical captions which I wrote for each picture in our hardback editions, whenever you open to a picture you will be able to tell some of what it is about. This is an excellent way to present the book, as you open to a number of the pages in it.

————*GC Canvass:*

***You will find MUCH MORE canvass material, you can use for any edition of Great Controversy (paperback or hardback), in pp. 404-414 of our book, The Colporteur Handbook.* I prepared that material in the early 1980s to provide canvassers with interesting things they can say about any chapter in Great Controversy that they may open to.**

————*GC Canvass:*

[Front cover] Have you seen this book before? [No]

This is a beautiful volume. It covers the entire history of the Christian Church, and [as you begin paging through it, or if showing a paperback edition, as you point down through the table of contents] explains special prophecies in Daniel and Revelation, and most important of all, it tells us what we must do to get our lives ready for the second coming of Christ.

And so often as I visit families, I tell them, Jesus is coming back soon. Do you feel the same way?

Well, this is a volume that will take you down through the centuries, and tell you what happened to God's people back then.

It tells here about the destruction of Jerusalem. It brings you through the Dark Ages, with people like Huss and Jerome, It tells about Martin Luther, and Calvin and Knox, and John Wesley. All about how our Christian forefathers stood for the truth, in spite of persecution.

It shows the reign of terror in France. This chapter here [about the Pilgrim Fathers] shows how the Bible came to America, to freedom's shores.

It tells of the warnings that have been rejected year after year. It tells how prophecies continue to be fulfilled.

I don't know if you have listened to some of the news lately, and seen some of the things that are happening in politics. But gradually, day by day, and one by one, they're taking away the freedoms we have; including freedom of religion.

It shows the conflict that's soon to come. You have a chapter here, Scriptures a Safeguard, which deals with the importance of taking time to study with the Lord each day.

I'd like to share a little thought with you. It's over here in this chapter on page 824:

> "But God will have a people upon the earth to maintain the Bible, and the Bible only, as the standard of all doctrines and the basis of all reforms. The opinions of learned men, the deductions of science, the creeds or decisions of ecclesiastical councils, as numerous and discordant as are the churches which they represent, the voice of the majority—not one nor all of these should be regarded as evidence for or against any point of religious faith. Before accepting any doctrine or precept, we should demand a plain 'Thus saith the Lord' in its support."

And, you know, I appreciate what you said earlier about how you like to stick with the Bible. And this is something I've come to appreciate myself, for I've been a Christian for ___ years now.

And here is a chapter I urge you to read with a special purpose in your heart. It is called The Final Warning. You'll notice here that it's based on Revelation 18 and Revelation 14, and this is a chapter that shares with us how the Lord has one last message for the inhabitants of the earth.

I don't know if you remember in the Bible about Noah's Ark. The Bible says that it took Noah 120 years to build the Ark. But the day came when; he said it was time to get on that boat!

You know, this chapter here is pretty much like that. The Lord is preparing to come back, and He's urging people to get ready. It's time to

get on the boat again!

And as you read this, please read it with a prayer in your heart.

A chapter that thrills me more than any others is one that is right here. It's called The Controversy Ended, and it's the last chapter in the book. And what it does, it deals with what it would be like in heaven. And I'm sure you've read different things on heaven—and a lot of people have questions about heaven.

But I'd like to share a thought with you here, in the very last page or two of the book. It's on page 909, and it's telling a little bit of what it'll be like in heaven. It says:

> "And the years of eternity, as they roll, will bring richer and still more glorious revelations of God and of Christ. As knowledge is progressive, so will love, reverence, and happiness increase. The more men learn of God, the greater will be their admiration of His character. As Jesus opens before them the riches of redemption and the amazing achievements in the great controversy with Satan, the hearts of the ransomed thrill with more fervent devotion, and with more rapturous joy they sweep the harps of gold; and ten thousand times ten thousand and thousands of thousands of voices unite to swell the mighty chorus of praise.
>
> " 'And every creature which is in heaven, and on the earth, and under the earth, and such as are in the sea, and all that are in them, heard I saying, Blessing, and honor, and glory, and power, be unto Him that sitteth upon the throne, and unto the Lamb for ever and ever.' Revelation 5:13."

And just beyond is the last paragraph:

> "The great controversy is ended. Sin and sinners are no more. The entire universe is clean. One pulse of harmony and gladness beats through the vast creation. From Him who created all, flow life and light and gladness, throughout the realms of illimitable space. From the minutest atom to the greatest world, all things, animate and inanimate, in their unshadowed beauty and perfect joy, declare that God is love."

And, you know, this is a book that will help you understand the love of God—and help you see how He's coming back very soon for His children. It is a home that He wants each of us to have for our own.

—————*Brief GC Canvass:*

This is the classic book on the history of the Christian Church, and is available in over 20 languages. The reason it is so well-liked is because, in simple language, it gives the history of the Christian Church over the past 2,000 years. Easily understood, this book explains the key events that took place back then. This is a book you will want to read for yourself.

[Chapter 1] A lot of people wonder what happened after Christ left the earth and went back to heaven. This book tells that story. Just before His death and resurrection, Christ foretold coming events. This book explains those events.

Christ said that the city of Jerusalewm would be destroyed. Chapter One tells how it happened, just as Jesus predicted.

Persecution in the First Centuries. The great apostasy. Many of the things that happened back in the Dark Ages have affected our churches down to the present time. A book like this is needed to help us understand what took place.

The Waldenses, Huss and Jerome, Wycliffe, Martin Luther,—and how the Great Reformation began.

The French Reformation, the English. It tells about John and Charles Wesley.

A book like this helps us understand what took place back then - and the changes - important changes in the church - that were made after Christ returned to heaven and the Bible was finished.

And yet it is all written in a simple, easy-to-read style, with a print size large enough so you will want to read it all the way through.

—————*GC Canvass:*

This book is called Great Controversy. Over a million copies of it have been sold within the last five years. Thinking men everywhere recognize that we are on the edge of a gret crisis. But few understand its exact nature.

Here, within the pages of this book, you will find the key events of earlier years—events which have brought us to our present crisis. Those events help explain that crisis.

The final events just before the end. Snares of Satan, the First Great Deception, the dangers of spiritualism.

And look here—the Impending Conflict just ahead of us, and the Final Warning. The Bible predicts there will be a great Time of Trouble just before the end, but God's people will be delivered.

This is a book you need—right here in your home; a book you will want read for yourself. And you will be thankful you did.

The author traces the story so vividly, so clearly, that this book has become one of the most most important books of our time.

—————*Very brief GC Canvass:*

This is Great Controversy. This is a book that, along with their Bible, they area studying to understand Bible prophecy. It starts out where the Bible ends—and takes us right through the Dark Ages. It tells why the early Christians were persecuted, and why they chose to die rather than deny Christ. It also shows how the Bible truths they were willing to die for—were gradually being taken away.

This book tells why the Great Reformation was needed, and why it was halted—and what that means to us today. In our time the world is on the verge of a stupendous crisis—and many thinking people believe it may be the last in history.

Here you will find a clear understanding of what we face today; how it has been building for generations; what is just ahead.

History expains the formation of the beast of Revelation Thirteen; how it came about. Understanding how it developed, we can understand its mark—the Mark of the Beast. It is all in this book.

You want to know what is ahead; you want to learn how to prepare to meet it. This book will give you both. And it will give you a view of the eternity of peace that is beyond—that home in heaven that God wants to give you.

—————*GC Canvass:*

"Dear Vance, the following canvass represents hundreds of hours in the field, canvassing door-to-door and examining people's interest in this book. One child preferred this book even more than Bible Story, because the canvass interested him too. The child said: 'Mommy we want *The Great Controversy,* and her parents bought it.

"Once while canvassing a lady *and coming to the close with this book*, the dog started barking profusely. I thought, 'Lord, shut that dog up!' Suddenly the dog started choking, and I prayed again. 'Lord, don't strangle the poor thing.' "—*South Carolina.*

This colporteur shows the front of the book and then thumbs through it. In brackets, I have added locations where he probably pauses to show pictures and make comments. (Apparently, he only pauses at three areas in our hardback *Great Controversy,* 32-33, 420-422, and 777-785. Paging is the same in both our b/w and color hardback GC editions.) *Here is his canvass:*

[Brings out hardback book and shows front cover] *The Great Controversy* is a 120-year-old prophecy book that comes with over 220 color [or, with the other edition, black-and-white] illustrations of the Dark Ages. The appearance of this book is a fine, blue, shiny, hardbound volume of 960 pages.

[To title page] It has great suspense, because of the people who lost their lives that kept the purity of the faith. They were known as Protestants against paganism, and its influence in the church. This mixture of church and state, that came about, brought about many woes and compromises to the purity of the faith. It was a time of great torment for God's people.

[To 32-33] It starts with the destruction of Jerusalem, and [thumb through Reformation chapters] includes all the great Reformers of the Protestant Reformation.

[To 420-421] The pope's reign, just like predicted in the Bible, was exactly 1260 years, and [422] ended when the pope was taken prisoner by Napoleon's general, Berthier, with the sword and later died.

[To 777] The prediction that Protestantism and spiritualism would "clasp hands" with Rome has since come true. It even says the pope would apologize someday for the atrocities of the Middle Ages.

[Over to 781] False revivals are predicted to come into play, to occupy the mind when the truth needs to be shared. Truths that were covered up in the Dark Ages will come to light at the end of time and complete the Protestant Reformation.

[Over to 785, and stay there] It says "the most vivid presentation cannot express the magnitude of the ordeal." It speaks of "an overwhelming surprise" and "time of emergency."

People link that prophecy to possibly a nuclear attack on our country. It is more up-to-date than your tomorrow's newspaper.

It was once printed on government presses in Belgium, to open up religious liberty and build up the morals of society. It was banned in Canada, for daring to speak out against the papacy.

[Back cover] The book will enrich your life every time you read it. The book carries its own credentials.

Three large editions of the book, *Great Controversy,* were published: the 1884, 1888, and 1911. For more information on them, see our 504-page, *Editions of Great Controversy.*

Let Ellen White speak:

"Great Controversy should be very widely circulated. It contains the story of the past, the present, and the future. In its outline of the closing scenes of this earth's history, it bears a powerful testimony in behalf of the truth. I am more anxious to see a wide circulation for this book than for any others I have written; for in *Great Controversy,* the last message of warning to the world is given more distinctly than in any of my other books."—*Letter 281, 1905 (Colporteur Ministry, 127).*

THE 1858 VISION

"In this vision at Lovett's Grove, much of the material of the great controversy which I had seen ten years before was repeated, and I was shown that I must write it out; that I should have to contend with the powers of darkness, for Satan would make strong efforts to hinder me, but angels of God would not leave me in the conflict, that in God must I put my trust."—*2 Spiritual Gifts, 270 (Life Sketches, 162 is almost identical. For the full story, read 162-163).*

"In the sudden attack at Jackson [Michigan], Satan designed to take my life to hinder the work I was about to write; but angels of God were sent to raise me above the effect of Satan's attack."—*2 Spiritual Gifts, 270 (Life Sketches, 163 is almost identical).*

THE 1884 EDITION

"I was shown . . that I should devote myself to writing out the important matters for *Volume Four* [*Spirit of Prophecy, Volume 4* was the 1884 Edition of *Great Controversy*]; and that **the warning must go where the living messenger could not go, and that it would call the attention of many to the important events to occur in the closing scenes of the world's history**."—*Letter 1, 1890 (Colporteur Ministry, p. 128).*

"**I was moved by the Spirit of God to write that book**, and while working upon it I felt a great burden upon my soul. I knew that time was short, that the scenes which are soon to crowd upon us would at the last come very suddenly and swiftly."—*Letter 1, 1890 (Colporteur Ministry, p. 127).*

"I write from fifteen to twenty pages each day. It is now eleven o'clock, and I have written 14 pages of manuscript for *Volume Four* . . As I write upon my book, I feel intensely moved. **I want to get it out as soon as possible**, for our people need it so much. I shall complete it next month if the Lord gives me health as He has done. I have been unable to sleep nights, for thinking of the important things to take place. Three hours and sometimes five is the most sleep I get. My mind is stirred so deeply I cannot rest. Write, write, write, I feel that I must, and not delay."—*Letter 11, 1884 (February 19, 1984).*

THE 1888 EDITION

"About this time when the new [second] edition of *Volume Four* [the 1888 *Great Controversy*] came from the press, the new book, *Bible Readings,* was introduced. This book had a great sale, and has been permitted to swallow up every other interest. Canvassers found it an easy book to handle, and **Volume Four was kept out of the field.** I felt that this was not right. I knew that it was not right, because it was not in harmony with the light which God had given me."—*B.L., 1890.*

"I do not demerit *Bible Reading.* It is a book which will do a great amount of good, but it can never take the place the Lord designed that *Volume Four* should have in the world and among our people. **I have spread before them the light of heaven in that book.**"—*E-25a, 1889.*

"**The keeping of *Great Controversy* from the field has done a work that men will have to answer for in the judgment.**"—*Manuscript 64, 1894.*

"For nearly two years the book *[Great Controversy]* containing warnings and instructions from the Lord, given especially for this time, has been lying in our publishing houses, and **no one feels the necessity or the importance of bringing it to the people. Brethren, how long am I to wait for you to get the burden?** Now *Volume One*, or *Patriarchs and Prophets,* is ready for circulation, but even for this book I would not allow *Volume Four* to remain longer as a light under a bushel. I am in sore distress of mind, but who of my brethren cares for this?

"Has the Lord moved upon my mind to prepare this work to be sent everywhere, and is He moving upon my brethren to devise plans which shall bar the way so that the light which He has given me shall be hid in our publishing houses instead of shining forth to all who will receive it? . . If the Lord has light for His people, who shall put up barriers so that the light shall not reach them?"—*B.L., 1890.*

"**Light was in that book which came from Heaven; but what account will those men have to give to God for the little faith and confidence manifested in that book that the warnings should not come to the people when they should have had them.**"—*O-55, 1894.*

THE 1911 EDITION

"A few day ago I received a copy of the new edition of the book, *Great Controversy,* recently printed at Mountain View, and also a similar copy printed at Washington. The book pleases me. I have spent many hours looking through its pages, and I see that the publishers have done good work.

"**The book, *Great Controversy,* I appreciate above silver or gold, and I greatly desire that it shall come before the people.** While writing the manuscript of *Great Controversy* I was often conscious of the presence of the angels of God. And many times the scenes about which I was writing were presented to me anew in visions of the night, so that they were fresh and vivid in my mind."—*W-55, 1911 (Letter 56, 1911, the second of the above two paragraphs is in Colporteur Ministry, p. 128).*

"Recently it was necessary for the book to be reset because the electrotype plates were badly worn. It has cost me much to have this done, but I do not complain, for whatever the cost may be, I regard the edition with great satisfaction."—*W-56, 1911 (Letter 56, 1911).*

CONCLUSION

"**The results of the circulation of this book *[Great Controversy]* are not to be judged by what now appears.** By reading it some souls will be aroused and will have

courage to unite themselves at once with those who keep the commandments of God. But **a much larger number of those who read it will not take their position until they see the very events taking place that are foretold in it.** The fulfillment of some of the predictions will inspire faith that others will also come to pass, and **when the earth is lightened with the glory of the Lord in the closing work, many souls will take their position on the commandments of God as the result of this agency.**"—*Manuscript 31, 1890 (Colporteur Ministry, pp. 128-129).*

"As the spirit of God has opened to my mind the great truths of His word, and the scenes of the past and the future, I have been bidden to make known to others that which has thus been revealed—**to trace the history of the controversy in past ages, and especially so to shed a light on the fast-approaching struggle of the future.**"—*Great Controversy, 10-11.*

Several facts stand out: (1) *Great Controversy* is the most important book for these last days, (2) Satan hates it more than any other book. (3) It has been the most reviled and slandered of any of the Spirit of Prophecy books.

Here are more facts: (1) All editions of *Great Controversy* are equally inspired. (2) Give the book to the people, in whichever edition you prefer—but give it to them. (3) The book provides the reader with the issues and warnings he needs just now. The deceptions and events of the future are unveiled, and—before the reader lays down the book at its last page—the book brings him personally to the brink of eternity to make his own life decision.

HOW THE GREAT REFORMATION CARRIED THE MESSAGE THROUGHOUT EUROPE

HOW YOUR SPIRITUAL FOREBEARS REACHED THE LOST THROUGH DOOR-TO-DOOR WORK

WALDENSES (working in Europe)—*Read pp. 70-76, for a most thrilling account of how colporteurs brought precious souls to Christ.*

WYCLIFFITES (working in England)—"He [Wycliffe] organized a body of preachers, simple, devout men, who loved the truth and desired nothing so much as to extend it. **These men went everywhere**, teaching in the market places, in the streets of the great cities, and in the country lanes. They sought out the aged, the sick, and the poor, and opened to them the glad tidings of the grace of God."—*Great Controversy, 87.*

LUTHERANS (working in Germany)—"[They] traveled through the provinces, visiting hamlets and cottages, where they sold the books of Luther and his friends. **Germany soon swarmed with these bold colporteurs**.

"These writings were studied with deep interest by rich and poor, the learned and the ignorant. At night the teachers of the village schools read them aloud to little groups gathered at the fireside. With every effort some souls would be convicted of the truth and, receiving the word with gladness, would in their turn tell the good news to others."—*Great Controversy, 194.*

REFORMERS (working in Switzerland)—" 'Ascertain,' he wrote to Zwingli, 'whether this man [Lucian] possesses sufficient prudence and skill; if so, **let him carry from city to city,** from town to town, from village to village, and even from house to house, among the Swiss, the works of Luther, and especially his exposition of the Lord's Prayer written for the laity. **The more they are known, the more purchasers they will find**.' Thus the light found entrance."—*Great Controversy, 178.*

FAREL (providing books for France)—"With the assistance of other exiles, the writings of the German Reformers were translated into the French language and, together with the French Bible, were printed in large quantities. By colporteurs these works were sold extensively in France. **They were furnished to the colporteurs at a low price**, **and thus the profits of the work enabled them to continue it**."—*Great Controversy, 231.*

HOW TO USE PAPERBACKS AND TRACTS

Missionary paperbacks cost so little, and can help supplement your missionary work. You can hand free copies to those who do not purchase hardbacks. Doing this keeps your courage up, because you succeed at every home!

Several of them can be sold as part of a "package." One canvasser from the Northwest told me recently that, while waiting for the *Encyclopedias* to be back in stock, he is placing our b/w hardback *Great Controversy*, along with about eight of our paperbacks, for $60.00.

Other canvassers take a copy of one of our Sabbath tracts, make photocopies, and leave one at each empty home they encounter. We recommend BS-36. *This is the Bible Sabbath,* which includes 60 Bible facts about Sabbath and Sunday, plus nice time lines.

SEND US YOUR CANVASSES, OR THOSE OF OTHERS, AND WE MAY PRINT THEM IN ORDER TO HELP FELLOW COLPORTEURS.

Desire of Ages Canvass

This is a canvass for the new hardback, color edition of our book, Desire of Ages. As you would do in any canvass, use your finger to point to relevant items. Numbers in brackets are page numbers. The first two paragraphs, especially, should be spoken in a calm, meaningful, almost reverent tone. Doing so will set the atmosphere for the entire canvass. In most instances, only a skeptic or atheist will not want to hear what you have to present. The following canvass is far more complete than you will need. But the points will help you, as in your canvasses you open to various pictures.

[Front cover] This is the *Desire of Ages*. [1; title page] It is "the most beautiful book ever written on the life of Christ," - and this is one of the most beautiful editions of it ever printed.

[Pointing] In addition to reverently telling the complete story of the life of Christ, it contains 104 Bible studies about Him - at the end of chapters.

[3] "For God so loved the world, that He gave us His only begotten Son." We can never thank Him enough for what He has done.

[Across to 4] Unlike other books, this one has Bible stories for the whole family. It also contains 4 maps.

[Thumb through the table of contents] Birth to manhood, His early ministry, in Judea, in Galillee, [10] the final week,—and [11] the five trials and crucifixion. His resurrection and ascension. [12] The book concludes with three indexes, including a special Bible Study Index.

[13] There are 126 beautiful illustrations [over to 14] in this handsome volume.

[*Note:* Because there are so many beautiful illustrations and quotations in this book, you do well to turn to several page openings with especially nice pictures, comment on them, and read a little from one or two outstanding paragraphs. Unlike any other *Desire of Ages* ever produced, this new edition has all the most beautiful paragraphs lightly sidelined on the outside margins. ***Here are only a few of the outstanding pictures and quotations.*** **You will not, of course, use all of them. But, having read them here, you will be greatly helped as you come across them again, as you present the book to the prospect**.]

[52-53] "The Fullness of Time." Did you know that the very time that Christ would begin His ministry was predicted nearly 550 years earlier? This beautiful painting shows the angel Gabriel explaining this to the prophet Daniel. [54-55] The year of His death was also foretold.

[62-63] This painting portrays the angel Gabriel announcing to Mary that she was to have a Son. Notice that there are Scripture references in the chapter, so you can read the story from your own Bible.

[66-67] The shepherds worshiping Christ, who is a babe in a manger, inside a stable for animals.

[80-81] In this exquisite painting, we see the Wise Men as they journeyed. They had to travel by night, so they could follow the star.

[94-95] A picture of young Jesus, helping Joseph saw wood, while Mary watches from nearby.

[102-103] Just as His parents enter the room, they see Jesus, at the age of twelve, instructing the leading men of the nation.

[134-135] As an example for us, Jesus is baptized.

[160-161] Isn't this an exquisite painting of our Lord and Saviour?

[200-201] In this painting, Jesus is speaking to Nicodemus, who visited Him one evening. Some of Christ's deepest truths were given to Nicodemus that night. This chapter explains them.

Many of the most beautiful paragraphs in the book, which draw the soul close to God, have been lightly sidelined, so you and your loved ones will be able to more easily find them in time of difficulty or discouragement.

[205:1-2] Here is an example: "By an agency as unseen as the wind . . . a new being in the image of God." [Or only read part of that passage.]

[208-209] This fine painting shows the brazen serpent which Moses raised in the wilderness, and then told the people that those who looked at it would be healed. But some refused to look.

[209:1-2a] "Those who have been bitten . . . We must look and live."

[212-213] John the Baptist instructing the people and warning them to flee from sin.

[218-219] Christ meets a woman at a well, and explains how she can have eternal life. This is an encouraging story.

[232-233] A wealthy man arrives to ask Jesus to heal His son. But then he hesitates, wondering whether Christ can really help him.

[235:1b-2] Speaking about this wealthy man, here is another of these sidelined passages which speaks to our heart:

"In an agony of supplication . . . He trusted in Christ as the Redeemer."

[238-239] Jesus speaks and the crippled man at the pool of Bethesda is healed. Another encouraging story in the life of Jesus.

[270-271] All day long, the sick are brought to Jesus and He heals them.

[290-291] A brilliantly colored painting of the miracle of the fishes.

[308-309] As the poor leper fell on his knees and cried out for help, Jesus healed him.

[330-331] What a beautiful painting! The Fourth Commandment, surrounded by roses! The caption reads: "The seventh-day Sabbath is a memorial of Creation." This chapter carefully explains the importance of the Bible Sabbath.

[372-373] The centurion also came to Jesus. He asked for healing for his servant. But, unlike the wealthy man, *the centurion refused to doubt*, but trusted fully in Christ. There is a powerful lesson here for us. Here is how it is explained:

[374:1b-2] "When Satan tells you that . . . to Thy cross I cling."

And over here:

[381:2a] "When the soul surrenders . . . to the assaults of Satan."

[382-383] A peaceful scene. The painting shows Jesus sitting on the edge of the boat, teaching the people. He promises to help you and me, today, as we study His Word.

Every chapter is outstanding. Listen to this:

[390:1b] "Worry is blind and cannot discern . . . a plain path before their feet."

[392:2a] And then, just over on the next page opening: "As through Jesus we enter into rest, . . . what is this compared with the hereafter?"

[396-397] A dramatic painting of Christ stilling the tempest on the Sea of Galilee. He can quiet our hearts and bring peace to them too.

[404-405] This is one of my favorite pictures. A sweet young girl is raised from the dead,—brought back to life, by Jesus. How tender and kind Christ is to all His earthly children!

[430:0b] "When every other voice is hushed . . . true rest can be found."

[440-441] There is rich coloring in this painting. Jesus is standing out on the lake, reaching down to raise Peter who is sinking in the water. Christ is always ready to help us as well.

[454-455] Just a touch from Jesus, and the blind man was healed.

[464-465] It looked like two men were praying,—but only one was. The one in back was pleading for God to forgive him. The other one was talking to himself about how good he was.

[470-471] In this painting, the Canaanitish woman pled with Christ to heal her daughter.

[478-479] A powerful portrayal of the Ninevites repenting at the preaching of Jonah. But so many today refuse to return to God.

[488-489] In this picture, Grandmother Lois is teaching young Timothy while his mother, Eunice, looks on happily. With books like this one, we can teach our children about God and help point them to heaven [2 Tim 1:5].

[504-505] A dramatic scene of Christ healing a boy who could not speak.

[512-513] Another sweet picture. Jesus calls a little child to His side; and, pointing to the lad—in all his sweet, childlike self-forgetfulness,—Jesus says that this is what we must become like. As it says over here:

[514:4b] "Calling a little child to Him . . . characteristics of real greatness."

[558-559] There is nothing as helpless as a sheep and its lambs. Yet Jesus is the great Shepherd—and He cares for us.

[562-563] Oh, what a wonderful painting! The lost boy has just returned home and, fallen on his knees, is pleading for forgiveness,—as the father, with his head upward, thanks God that his boy is back. This is a picture worth cutting out of the book and hanging on the wall.

[598-599] With children all around Him—and on His lap too! Jesus is blessing the children. And He will bless us to as we come to Him. [*or:* And He will bless our children too, as we bring them to Him.]

[620-621] "Take away the stone!" He says. Jesus is about to raise a man to life. Thank God, that Jesus can give us eternal life!

[624-625] The priests are plotting to figure out a way to kill Jesus.

[632-633] Jesus decides that it is time to return to Jerusalem. That is where they are going to crucify Him.

[648-649] Utterly thankful that Christ has

forgiven her sins, a woman pours expensive ointment on His feet. This chapter explains what happened next.

[660-661] Jesus nears Jerusalem, only a few days before He is crucified.

[672-673] In this chapter, Christ explained that, nearly 40 years later, Jerusalem would be destroyed.

[728-729] Jesus spoke to His disciples on the Mount of Olives, and warned them about events that would happen in the future.

[732-733] Jesus warned the people to accept Him before it was too late.

[734-735] Another view of Jesus predicting coming events to His disciples. This chapter explains what He told them.

[754-755] "If I wash thee not, thou hast no part with Me." We must let Jesus cleanse of our sins.

[808-809] Christ standing before the high priest, Annas. The story of what happened there is carefully explained in this chapter.

[822-823] Peter had just finished saying, "I do not know the Man,"—when the rooster crowed. Fortunately, Peter pled with God for forgiveness. God can forgive any sin, if we will bring it to Him and put it away.

[832-833] Judas standing before the priests, offering to betray Jesus if they will pay him some money.

[838-839] The crown of thorns is placed on Christ's head, as men mockingly bow before Him.

[842-843] Christ standing before Herod, a ruler who hated Him.

[848-849] Pilate presenting Christ and Barabbas to the frenzied mob.

[850-851] In response to their cries, Barabbas is released to them.

[866-867] Christ is crucified.

[878-879] This dramatic painting shows the terrible earthquake at Calvary when Christ died.

[884-885] Christ is the Lamb of God, which is able to take away the sin of the world. Yet most do not want Him.

[996-997] In this scene, Jesus is taken down from the cross.

[898-899] Jesus is carried into the tomb.

[904-905] The resurrection of Christ from the dead.

[924-925] On the walk to Emmaus, the two disciples ask Christ, "Abide with us." That is what we want to do today! Ask Him to abide with us forever.

[928-929] In the upper room, for the first time after His resurrection, Christ meets with His disciples.

[938-939] Before all the other disciples, Peter tells Christ that He loves Him.

[960-961] In the presence of His disciples, Christ ascends to heaven.

[This paragraph could be given here, or skipped, or used only as a possible later feature close:] At the back of the book, there are three indexes: A complete Scripture Index and a full-size Topical Index. But there is also [1025] a Bible Study Index. This invaluable index helps you find where each of the 104 Bible studies about Christ are to be found in the book. No other book has this feature! Here are a few of these studies: [Turn to 967; and turn the pages, noting various studies, over to 976]. These are only a few of these outstanding Bible studies which cover nearly every aspect of Christ - His life, and character, and power to save to the uttermost all that come unto God by Him! There are 104 of these Bible studies. Each one will bring you much encouragement.

[Turn the book over to the back cover, so prospect can see the price, and place it in his hands. Softly:] I want to leave this outstanding volume on the life of Christ here with you today. [Pause, break eye contact as you look down and pray silently. Wait for his response.]

[In case he hesitates or gives a mild turndown, say:] I can leave you this book today for $35.00 [etc.].

Additional feature closes:

[More hesitation or a mild turndown:] Oh, I forgot to show you this. Here in the back of this remarkable volume is an article you can find nowhere else, except from our publisher: The complete "Historical Facts" about the trial of Christ before Pilate.

As if that is not enough, there is a lengthy article, "Historical and Medical Facts," about the Crucifixion. This is also totally unique. Only our publisher has this. There is nothing like it anywhere else. This book is going to help your family for years to come, and I want to leave it with you this morning [afternoon; evening].

Science vs. Evolution Canvass

You can place this revised, enlarged, large-print, classroom edition of the *Evolution Handbook* (formerly *Evolution Cruncher*) in homes, homeschools, academies, and Bible colleges. Sell it to pastors and Sunday School teachers for use in personal study and study groups. It has over twice as many illustrations as our *Evolution Handbook*. All the "pen points" (cartoons) in our out-of-print 3-volume *Evolution Disproved Series* are included, plus other pictures. This book is urgently needed by our youth. Mothers and grandmothers will want this book for their youth, to protect them from the atheism in the schools.

One way for a colporteur to sell this book is to slip it in along with several other books, such as the *Encyclopedia, Great Controversy,* and *Desire of Ages*. Therefore, you do not need a lengthy canvass. After you have shown the other books, bring this one out, say a few words, and include it in the sale. The book does not cost you much, so you can afford to let the prospect have it for only $15.00 (cover price is $20.00). Keep in mind that this book, placed in homes, will, year after year, be opened and help young people and older ones to reject atheistic evolution when they encounter it in the media and in the schools.

[Front cover] The title tells what this book is all about: "Science vs. Evolution."

[1; title page] In an age when nearly every book on science is filled with atheistic evolution, here is a book which, in simple words and point by point, disproves the basic teachings of evolutionary theory.

"Over 3,000 scientific facts which annihilate evolutionary theory." Every basic aspect of evolutionary error is powerfully answered.

The book includes "over 1,350 scientific quotations or references, 260 illustrations, a Research Guide, and 3 complete indexes."

"This book is based on extensive research and is highly recommended by scientists and educators."

[3] The story of how evolution got started and how evolutionists are desperate to find a way to prove it.

"Why the Big Bang is a fizzle." Why "stars cannot evolve out of gas."

[4-5] Chapter after chapter, this book disproves one basic teaching of evolution after another. Here you will find scientific facts that blow evolution away.

[As you leaf through the book, stopping at illustrations and various places to make comments, intersperse your remarks with these comments:]

This is a book that young people need. It presents major scientific concepts, yet in simple words which they can understand.

They will soon know more about a far wider range of scientific facts than many scientists are taught.

As they browse through this book, they will be amazed at what they find. —And it will all help cement the truth in their minds: that evolution is a fraud.

The entire book is topically arranged, with large, easy-to-read print.

As you can see, it is written so key points jump out at you. Written for all ages, but outstanding for students. Includes study questions and research helps. Because of the way it is arranged and typeset, this book is excellent for sixth grade through college level.

The book has a remarkably broad coverage. No complicated math. Hundreds of statements by prominent scientists who disprove evolutionary theory. They know evolution is a hoax. You and your loved ones should learn the facts also.

This is a book you will want to keep—and refer to for years to come. It will help you explain the truth to others. Facts are powerful. You will learn things most people do not know!

It can be used—not only at home,—but in homeschools, academies, and Bible colleges. Show it to your pastor, and encourage him to start a study group with it. Or you may want to start one yourself. It is invaluable for pastors and Sunday School teachers for use in personal study and in their teaching.

This book is urgently needed by our youth. Mothers and grandmothers will want this book for their youth, to protect them from the atheism in the schools.

You may want to give an extra copy to your children and grandchildren, to protect them. Give it to students in school. Let them start learning the truth. They urgently need it!

It has a full-size index at the back—so you can quickly find what you are looking for.

Many sample facts from the book could be mentioned. Here is one *(based on pp. 69-79)*. However, if the prospect appears mentally overloaded when hearing this, return to the generalities in the above canvass.

The Big Bang theory says that all matter blew outward from a single point of nothingness into empty space,—and later made itself into galaxies, and their rotating and orbiting stars and planets. But, in the emptiness of outer space, with no friction or gravity, there would have been no way that the outward, shooting matter could stop, turn, and begin circling. Instead, it would only rush outward in a straight line forever.

Also, there is no way that separate particles of matter could push together to form stars or planets. Clouds of dust and gas particles on earth always push outward; they do not press together. A propane tank has gas particles pushed together. Open the valve and see what happens. These facts are supported by scientific evidence.

First Centuries Canvass

This book contains the most complete coverage of the change of the Sabbath ever published by our people. When the first part is shown to him, every Protestant pastor and church worker will want a copy of this book! **(Yet, upon reading it through, the back half will lead the reader into the Sabbath truth.)**

One canvasser is systematically handing free copies to forty Protestant pastors in a large, West Coast city. This is a powerful book. Here is a brief canvass for it. When you include it as part of a package with other books, the canvass for it need not be long.

Give a canvass, stopping here and there, in the first part of this 736-page book, to show pictures or comment on subtitles and text. But it is generally best if you do not pause past p. 360. Just hurry faster through it and show some pictures, and then go to the back cover. If the prospect may be a Catholic, definitely do not go beyond p. 350. Remember to point with your finger as you show things. This directs the attention of the prospect as he listens to what you say. The following canvass is more complete than you need, but the points presented below will help you, regardless of which pictures you turn to.

FIRST CANVASS

[Front cover] This is *The Fabulous First Centuries,* one of the most unusual and fascinating books of our time. [p. 1; Title page] It is a thrilling book about "the lives and struggles of Christians in early centuries."

Unlike so many books printed at the present time, this book is "fully loyal to our Lord and Saviour, Jesus Christ, and to the Holy Bible."

With over "210 pictures and 15 maps," it contains "astounding facts" about "early church history"—that you can find nowhere else!

[Extremely important that you point on this and the next page, in order to direct their eyes] [3, pointing down Part One] Here you will read historical facts about what happened in Judea, at the time that Jesus was born and while He was growing up.

Did you know that Herod died a horrible death only a few months after he tried to slay the newborn Christ?

Did you know that there was a bloody and lengthy revolt against Rome—while Jesus was a child in Nazareth? After reading all about it here, you will have to tell your friends.

[3; lower down] "Part Two" tells all about exactly what happened during the week that Christ was crucified.

[4; *It is very important* that you are careful on this page, and point them only to items on Part Three] Look at this! Here we are told exactly what happened later on to each of the Apostles, and all the special people named in the Gospels and Acts! Pilate, Annas and Caiaphas. Herod and Herodias who killed John the Baptist. What happened to Salome after she grew up. She was the one who was ordered, by her mother, to ask for the head of John the Baptist.

Nero slew Paul and Peter. Here is the story of who he was and what happened to him afterward. [As turn the page] This is a powerful book.

[6-7; sweep finger across] Here you will find the location of the more than 220 illustrations in this book—far more than you will find in similar books. [9, point to lower right] The book has 15 maps and 2 time lines.

[Turn to p. 10 and begin turning pages or, just thumbing through them, pause at random to comment here and there. You will have previously read the book, so you should have no difficulty. The text subheads and picture captions tell you exactly where you are in the book and what is being covered on any given page. This first canvass is short and brief. Memorize where page 350 is (almost exactly halfway through the book), so you will know to stop there. (There will be some instances when a prospect indicates he is unusually open to truth, and you may want to mention to him that this book will explain how, in later centuries after the Bible ended, Sunday keeping entered the Christian Church.)]

[Here are several worthwhile items, not mentioned above:]

[147] Did you know that there were 29 illegalities, according to Jewish law, in the three Hebrew trials of Christ? This chapter explains what they all are.

[182 and 186] There were also 10 illegal things, by Roman law, done in the two trials of Christ before Pilate.

[264, 284, 287] Here is the complete story of the destruction of Jerusalem in A.D. 70. This crisis affected the Jewish nation through all the centuries which followed.

[637-658] This is a real gem: In this 22-page chapter, you will be told what 16 ancient and 36 modern writers have said in praise of Jesus Christ.

[708-726] No other history book has anything like this: [thumb through it] a 19-page *Time Line* of history, listing 418 important dates in church history from 63 B.C. to 1998. Notice that, on the next pages [727-729], a complete *Bibliography,* listing 114 books begins—so you know everything in this volume is historically accurate!

SECOND CANVASS

This is a somewhat longer canvass. *You will probably only want to use portions of it.* Read it over, and it will acquaint you with key points throughout the book.

[Front cover] This is *The Fabulous First Centuries,* one of the most unusual and fascinating books of our

time. [p. 1; Title page] It is a thrilling book about "the lives and struggles of Christians in early centuries."

Unlike so many books printed at the present time, this book is "fully loyal to our Lord and Saviour, Jesus Christ, and to the Holy Bible."

With over "210 pictures and 15 maps," it contains "astounding facts" about "early church history"—that you can find nowhere else!

[Extremely important that you point on this and the next page, in order to direct their eyes] [3, pointing down Part One] Here you will read historical facts about what happened in Judea, at the time that Jesus was born and while He was growing up.

[3; lower down] "Part Two" tells all about exactly what happened during the week that Christ was crucified.

[4; *It is very important* that you are careful on this page, and point them only to items on Part Three] "Part Three" tells what happened to the Apostles and the rulers who persecuted them. This is fascinating reading [turn the page].

[6] Over here, you are given the location of every illustration in the book. Many of these pictures are extremely difficult, if not impossible, to find in other books. [9, point to lower right] The book has 15 maps and 2 time lines.

[10-13] Here are a few of the 15 maps in this book.

[17] Herod the Great was the man who talked to the Wise Men and then tried to kill the infant Christ. Here is the whole story about him—and how he died a horrible death only a short time after he sent soldiers to Bethlehem to slay Jesus. [Pointing to 16] Julius Caesar was the Roman emperor when Jesus was born.

[26] Herod was always afraid that someone would murder him, so He built three gigantic fortress palaces. Masada was one of them. The Romans later destroyed it.

[27] This chapter describes what Jesus saw when He first visited the Temple in Jerusalem at the age of 12. This is about as close as we will ever come to seeing what He saw there. [Thumb, page after page, over to 36].

[36] This chapter explains all the historical background behind the birth of Jesus, why Joseph and Mary had to go to Bethlehem, what stables there were like, and what His "swaddling clothes" consisted of.

[49] This explains why historians know that Christ was not born on December 25. [53] Over here, you will read [54] for the first time the exact details of how Herod died—within a month or two after trying to slay Christ. It is a dramatic account.

[62] Here you will find the astounding story of the great, bloody Jewish uprising which occurred in Palestine when Jesus was a child. It started in Jerusalem at the Temple, and rapidly spread throughout Judea and Galilee. The rioting and warfare even extended to Nazareth, where Jesus was living. You will want to read this!

[67] What would it be like to live in Nazareth, when Jesus was a boy? In this section, you will find out.

[70-71] When Jesus was in His early teens, the governor decided to rebuild Sepphoris, which had been destroyed during that earlier rebellion. This is important to us because Sepphoris was only a few miles from Nazareth—and for about a dozen years, while Jesus was in His teens and early twenties, gangs of carpenters and other workmen helped build it! [73] A floor mosaic at Sepphoris. It became the capital of the province of Galilee, and only Romans lived there.

[92] This book explains who the Pharisees were, all about the Sanhedrin (the Jewish council which later condemned Christ to death); [95-97] the Dead Sea Scrolls; and [98-99] the scribes, Sadducees, and Essenes.

[101] Then we come to the last week—which ended in the death of Christ. [102-104] Maps and pictures like this help explain what Jerusalem was like back then.

[108-109] This is one of the eight gates to ancient Jerusalem, and the one through which it is believed that Christ was led to Calvary, where He was crucified [[DA 576]]. Sacrificial animals were taken through this gate, which is why it was called "the sheep gate." According to that, Calvary was north of the Temple.

[You might want to thumb through the pictures on 114 to 130.]

[143] In November 1990 the "bone box," containing the bones of Caiaphas, was found. He was the high priest who issued the final condemnation of Jesus to death in His third Jewish trial.

[146] Did you know that there were 29 illegalities, according to Jewish law, in the Hebrew trials of Christ? This chapter explains what they all are. [147] Five in the first trial. [154] Twenty-four in the third. [154-168, leaf through] Look at them all! One, two, three, four, and more.

[168] You will here read the life history of Pontius Pilate, the Roman procurator who condemned Christ to death.

[178-179] According to Roman law, 10 illegal things were done in the two trials of Christ before Pilate.

[184, upper] Our Jesus suffered for us! [lower] This is what these Palestinian thorn crowns looked like.

[186] This is the famous painting of Christ before Pilate, painted by Moncasky in the 19th century.

[192] A Roman scourge was used to beat Christ 40 times. This is what it looked like.

[202] Christ arriving at the hill called "Golgotha," the place of the skull. [203] This section gives all the historical and medical facts about crucifixion. [212] The actual shape of a cross used for crucifixion back then. [216] The crucifixion. [228] At the moment that Christ died, the inner veil of the Temple, which was woven of very thick, heavy cloth, was torn in two by an invisible hand from above.

[230] The descent from the cross.

[234-235] The Church of the Holy Sepulchre anciently and today.

[240] Part Three tells about events after Christ returned to heaven.

[241] Here we are told exactly what happened, later on, to each of the Apostles—and all the special people named in the Gospels and Acts!

[243-245] Pilate, Annas and Caiaphas, Herod and Herodias who killed John the Baptist.

[249] What happened to Salome after she grew up. She was the one who was ordered by her mother to ask for the head of John the Baptist.

[252-253] Felix and his wife Drusilla refused Paul's appeal to accept Christ. Not long afterward, he got into serious trouble. [253] And Drusilla? After Felix's death, she and her son died when Mount Vesuvius erupted in A.D. 79.

[254] Then there is Nero. He condemned Paul and Peter to death. Here is the story of who he was, and what happened to him afterward.

[261, 264, 284, 287; thumb through the pages] Here is the complete story of the destruction of Jerusalem in A.D. 70. This crisis affected the Jewish nation through all the centuries which followed.

[290] This victory arch was built to celebrate the destruction of Jerusalem. [291] Engraved on it is this procession of men carrying to Rome things that were in the Temple. [292] Victory procession at Rome.

[296-303] It was only in 1995, that a German researcher discovered the secret of where the money came from to build the massive Colosseum in Rome. This chapter has the astounding story.

[303-307] The fall of the fortress, Masada, occurred shortly after the destruction of Jerusalem. The whole story of what happened and the surprise the Romans got when they finally climbed to the top—will surprise you too.

[316-317] The Temple Mount today.

318-319] The Apostle John wrote the last book of the Bible, the Revelation, on this island.

[321] *"Major news event! The Bible ends!"* —Yes, everything in this book after this page is about events and people after the Bible ended. —And it is an amazing story, a story you will want to read. How did Christians survive in the coming centuries, when all the forces of Satan were set to destroy or corrupt their faith? The entire, sweeping story is told in the second half of this book. And it is an amazing story.

[Go into close]

[Turn the book over to the back cover, so prospect can see the price, and place it in his hands. Softly:] I want to leave this outstanding book with you today. [Pause, break eye contact as you look down and pray silently. Wait for his response.]

[In case he hesitates or gives a mild turndown, you may wish to give another close.]

[Additional feature close—]

[637-658] Oh, I forgot to show you this. Here is a real gem: In this 22-page chapter, you will be told what 16 ancient and 36 modern writers have said in praise of Jesus Christ.

[708-726] No other history book has anything like this: [thumb through it] a 19-page *Time Line of History*, listing 418 important dates in church history from 63 B.C. to 1998. Notice that, on the next pages [727-729], there is a complete Bibliography, listing 114 books—so you know everything in this volume is historically accurate!

If you wish to sell other colporteur books, instead of ours, that is fine. We are not trying to compete, but only to add to the possibilities for covering the world with the books for this time in history, before the Final Crisis breaks upon the world! The more publishing houses of God's truth, in books suitable for colporteur sales, the better.

But, in agreement with Spirit of Prophecy counsel, books should be sold to canvassers at bottom prices. If this is not done, they will not be able to sell them as well.

Inspiration explains how they did it during the Reformation! We must repeat the pattern today! <u>Large print-runs</u> of <u>truth-filled books</u>, at <u>lowest cost to canvassers</u>:

HOW FAREL AND HIS COLPORTEURS DID IT—When William Farel was older, and living up in mountain country, he worked with helpers and prepared books for colporteurs. Because Farel arranged for these books to be printed in large quantities—and then supplied to canvassers at the lowest cost,—the colporteurs were able to carry them throughout the towns and countryside, selling them everywhere!

"His [Farel's] later years were spent here [in Switzerland], yet he continued to exert a decided influence [in extending the 16th century Reformation] . . With the assistance of other exiles, the writings of the German Reformers were translated into the French language and, together with the French Bible, were printed in large quantities. **By colporteurs these works were sold extensively** in France. **They were furnished to the colporteurs at a LOW PRICE, and thus the profits of the work enabled them to continue it**."—*Great Controversy, 231.*

If Farel and his colporteurs did that back then,—then we can do it today!

It will be by following the Spirit of Prophecy counsel that the books will be sold everywhere, in order to help finish the work!

Time for Singing Canvass

Use this songbook to help close sales!

Keep a *Time for Singing* in your bag; and, as a close, bring it out and show its outstanding features as a way family worship can be started in the home again.

It is a book which is best tossed in, to help sell the other, more expensive books. You can afford to let the prospect have these books at your cost price (including shipping to you). In boxful amounts, we provide these songbooks to you at a very low price so you can do this.

In homes where the prospect wants to return the family to Christianity, this book offer will help clinch sales you might otherwise lose.

You will probably want to adapt and shorten the following canvass. But it is given here so you will understand the full coverage and features of the book, so you can better present them to the prospect.

[Front cover] This is *Time for Singing.* It is handsomely bound in a durable maroon, leatheroid, crinkled cover, with gold-stamping. It is a standard 7 x 9 hymnal size, and is used in many churches.

[Open to red page, and then to 1 (title page), pointing] "Old-fashioned songs for the little flock, as they travel the narrow way to the City of God." —This is a book which can help you save your family and help return family worships to your home.

Notice that "only time-tested songs of yesteryear are included." —Only the best church hymns and gospel songs are in this book!

It has "170 worship hymns, 170 evangelistic" and Sunday School "songs, and 80 children's songs." —There are songs here for everybody, even the little ones!

What better way is there to prepare our children for heaven, than to have Christian singing in the home!

[Flip through the book] See how nicely the songs are printed and arranged. Both words and music. Nice large print size. And notice this:

[Curve the entire pagination slightly, so the black tabs on the edges of the pages will show.] The entire book is divided into three sections, each of which you can easily turn to. Here is the first:

[Open to first section opening. "Worship Hymnal."] [pointing] It shows you the main sections of songs.

[Flip through some pages, pausing here and there] All the outstanding, old-time hymns are here! All the best ones!

[Curve the book sideways again, so prospect can see it and open to the second section] "Evangelistic Songbook." Outstanding songs for Sunday School, revival meetings, and other gatherings. [Flip pages through a few of the songs, pausing when seems best.]

[Open to the third section. "Children's Songbook" Only the best for the children! Their own songbook, tucked in back of the one for the big folk.

Look at these different themes for the children to sing about: "It all begins at home," "Coming to Jesus and trusting in Him," "Living for Jesus," "Working for Jesus," "Temptation and Obedience," "Prayer," —and more beside. This is what you want them to be singing, don't you? [Flip through a few of the songs, pausing once or twice.]

[Turn to the back, very close to the end, 430] This is a high-quality hymn book, *with four indexes,* so you can find whatever you are looking for.

First, an "Index to Authors and Composers." Then [turn to 435] the "Topical Index." This is an outstanding aid in helping you find exactly the right song for the occasion. [Turn the pages to 440] Here, in larger print, is the children's own song index. And [442] here is the "Combined Index." It is arranged so both first lines and choruses are indexed, and you can tell whether it is in the church hymnal or gospel song section.

[Last page, 448] Here is another feature which is only found in the highest quality hymnals: These are "Benedictions" which the pastor or speaker can pronounce on the congregation at the close of a worship service.

[Closing the book, you look down at it and quickly notice the edge lines, indicating where the second section begins ("Evangelistic Songbook"). You immediately open to just beyond it and lay the open book in the hands of the prospect (with, of course, the book facing him). You will have opened to somewhere between #171 to #177. (Practice ahead of time, so you can consistently open only to between 172-177. These are special appeal songs which reach the heart.) As he looks down at the book at the words, you say:]

This is a $24.00 church hymnal, but I have been able to obtain them at a special price. If you will purchase the complete set of books today,—I will let you have as many of these worship hymnals for you and your loved ones for only $5.00 each. They will help you [your children and grandchildren] reestablish morning and evening family worship in your [their] home.

[You can easily afford to do this, because in small boxfuls of 14, the book only costs you (in the U.S.) $3.90 ppd. Yet offering it to the prospect at only $2.00 above your cost price, will help clinch what may easily be a hundred dollar sale, or higher.]

The Ten Commandment Chart

THE IMPORTANCE OF THE CHART

Our Ten Commandment Chart makes an excellent premium for colporteurs. Here is how it works:

Back the 1960s, canvassers were supplied with two paper charts which they could show to prospects and tell them that, if they purchased the set of books—both wall charts would be theirs free of charge, to encourage and inspire their family. I do not recall their exact wording of the charts, but it went something like this:

One chart was entitled, "What Little Boys are Made of," and contained a little ditty about how a boy always has a frog in one pocket, a candy bar in another, a rumpled shirt, pants that need washing, and bare feet.

The other chart proclaimed at the top, "What Little Girls are Made of. This one said girls have angel hair, dimpled cheeks, upturned noses, and are made of everything sweet and nice. But, really now, is this our message to the world?

Harvestime Books has something far better for you to present to families: **Our *Ten Commandment Charts* have breathtaking background beauty, coupled with the wording of the Ten Commandments in large print.** We have them in both English and Spanish.

Each sheet is 18 inches wide by 25 inches tall. At the top, in large print are the words *"And God spake all these words, saying I am the Lord thy God."*

Below that, in a very readable type size, are the full Ten Commandments in the KJV version.

At the bottom of the chart, are these words in large print: *"God's Moral Law of Ten Commandments. The Safeguard and Protection of the Home."*

The background, full-color painting shows a country home, with the entire lower borders of the painting edged with large roses and other flowers.

This is a chart, inspired by Heaven, which will bring genuine encouragement to do the right to any family which posts it! Happy the home where the parents and children look frequently at such a wall chart.

HOW TO MAKE THE DISPLAY TUBE

You can store these charts in the flat cardboard in which they are shipped. But **how can you bring a chart into the home and display it to the prospect?** *One canvasser showed me an excellent way to do this:*

He purchased a piece of **2-inch white PVC** (plastic) drain pipe from a building supply store. Then he sawed off a 20-inch length, and glued a **PVC cap** over one end. (He also purchased a piece of colorful wallpaper and wrapped it around the outside of the pipe, but you do not need to do this.) Next, he carefully **glued the top of one of our Ten Commandment Charts to the outside of the pipe**. He then rolled it up and slipped a rubber band over one end.

He also rolled up another chart and stored it inside the tube. The finished product looked very nice in appearance.

HOW TO PRESENT THIS CHART TO THE PROSPECT

Inside the prospect's home, he will, at an appropriate time, unroll the chart and show it to the prospect, saying something like this:

"I will give you one of these charts free of charge, to display here in your home, with your purchase of this book [this fine set of books]." A rolled-up chart inside the tube would be given to the prospect. These charts are so inexpensive, that you can give two or three to the prospect, so he can post them at his church or church school. In quantities, each one is 65 cents, ppd.

DOES GOD WANT THE TEN COMMANDMENTS DISPLAYED?

"And the Lord said unto Moses, Hew thee two tables of stone like unto the first: and I will write upon these tables the words that were in the first tables."—*Exodus 34:1.*

"And He wrote on the tables, according to the first writing, the ten commandments, which the Lord spake unto you in the mount out of the midst of the fire in the day of the assembly: and the Lord gave them unto me."—*Deuteronomy 10:4.*

"And the Lord said unto Moses, Write thou these words: for after the tenor of these words I have made a covenant with thee and with Israel . . And He wrote upon the tables the words of the covenant, the ten commandments."—*Exodus 34:27-28.*

"Thou shalt love the Lord thy God with all thine heart, and with all thy soul, and with all thy might. And these words, which I command thee this day, shall be in thine heart: And thou shalt teach them diligently unto thy children, and shalt talk of them when thou sittest in thine house, and when thou walkest by the way, and when thou liest down, and when thou risest up. And thou shalt bind them for a sign upon thine hand, and they shall be as frontlets between thine eyes. And thou shalt write them upon the posts of thy house, and on thy gates."—*Deuteronomy 6:5-9.*

"Therefore shall ye lay up these My words in your heart and in your soul, and bind them for a sign upon your hand, that they may be as frontlets between your eyes. And ye shall teach them your children, speaking of them when thou sittest in thine house, and when thou walkest by the way, when thou liest down, and when thou risest up. And thou shalt write them upon the door posts of thine house, and upon thy gates: That your days may be multiplied, and the days of your children, in the land which the Lord sware unto your fathers to give them, as the days of heaven upon the earth. For if ye shall diligently keep all these commandments which I command you, to do them, to love the Lord your God, to walk in all His ways, and to cleave unto Him, then will the Lord drive out all these nations from before you, and ye shall possess greater nations and mightier than yourselves."—*Deuteronomy 11:18-23.*

The Reason for Our Publishing Work

“**Our publishing work** was established by the direction of God and under His special supervision. It **was designed to accomplish a specific purpose**. Seventh-day Adventists have been chosen by God as a peculiar people, separate from the world. By the great cleaver of truth He has cut them out from the quarry of the world and brought them into connection with Himself. He has made them His representatives and has called them to be ambassadors for Him in the last work of salvation. **The greatest wealth of truth ever entrusted to mortals, the most solemn and fearful warnings ever sent by God to man, have been committed to them to be given to the world; and in the accomplishment of this work our publishing houses are among the most effective agencies.**

“**These institutions are to stand as witnesses for God**, teachers of righteousness to the people. **From them truth is to go forth as a lamp that burneth. Like a great light in a lighthouse on a dangerous coast, they are constantly to send forth beams of light into the darkness of the world**, to warn men of the dangers that threaten them with destruction.

“**The publications sent forth from our printing houses are to prepare a people to meet God. Throughout the world they are to do the same work that was done by John the Baptist** for the Jewish nation. By startling messages of warning, God's prophet awakened men from worldly dreaming. Through him God called backsliding Israel to repentance. By his presentation of truth he exposed popular delusions. In contrast with the false theories of his time, truth in his teaching stood forth as an eternal certainty. **‘Repent ye: for the kingdom of heaven is at hand,’ was John's message.** *Matthew 3:2.* **This same message, through the publications from our printing houses, is to be given to the world today.**

“**Our publishing institutions are to exalt the claims of God's downtrodden law.** Standing before the world as reformers, they are to show that the law of God is the foundation of all enduring reform. **In clear, distinct lines they are to present the necessity of obedience to all His commandments.** Constrained by the love of Christ, they are to co-operate with Him in building up the old waste places, raising up the foundations of many generations. They are to stand as repairers of the breach, restorers of paths to dwell in. **Through their testimony the Sabbath of the fourth commandment is to stand as a witness, a constant reminder of God, to attract notice and arouse investigation** that shall direct the minds of men to their Creator.

“Let it never be forgotten that these institutions are to co-operate with the ministry of the delegates of heaven. **They are among the agencies represented by the angel flying ‘in the midst of heaven, having the everlasting gospel to preach unto them that dwell on the earth, and to every nation**, and kindred, and tongue, and people, saying with a loud voice, Fear God, and give glory to Him; for the hour of His judgment is come.’ *Revelation 14:6, 7.*

“**From them is to go forth the terrible denunciation: ‘Babylon is fallen**, is fallen, that great city, because she made all nations drink of the wine of the wrath of her fornication.’ *Verse 8.*

“**They are represented by the third angel that followed, ‘saying with a loud voice, If any man worship the beast and his image**, and receive his mark in his forehead, or in his hand, the same shall drink of the wine of the wrath of God.’ Verses 9, 10.

“**And in a large degree through our publishing houses is to be accomplished the work of that other angel [the fourth angel] who comes down from heaven with great power and who lightens the earth with his glory.**

“Solemn is the responsibility that rests upon our houses of publication. **Those who conduct these institutions, those who edit the periodicals and prepare the books, standing as they do in the light of God's purpose, and called to give warning** to the world, are held by God accountable for the souls of their fellow men. **To them, as well as to the ministers of the word, applies the message given by God to His prophet of old: ‘Son of man, I have set thee a watchman unto the house of Israel**; therefore thou shalt hear the word at My mouth, and warn them from Me. When I say unto the wicked, O wicked man, thou shalt surely die; if thou dost not speak to warn the wicked from his way, that wicked man shall die in his iniquity; but his blood will I require at thine hand.’ *Ezekiel 33:7, 8*.”

—7 Testimonies, 138-140